

HELPING THE DEPUTY WORK FOR YOU

Presenter Name:

Presenter Title:

Duty Location:

Date of Presentation:



US Army Corps of Engineers
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Helping The Deputy Work For You

Here are a few suggestions you might want to consider when seeking procurement opportunities within the U.S. Army Corps of Engineers:

- **Keep Your SBA Profile Current**
- **Monitor Procurement Websites**
- **Marketing Your Firm**



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Understanding CCR (The other side)

Registration Complete

[Send To Printer](#)

NOTE: If you would like a print out of your entire Trading Partner Profile for your records, please click on View TPP within the Registration Tools menu on the left side of your screen and use the "Send To Printer" button there.

You have changed items in CCR that may affect your ORCA record. Please allow 48 hours for your changes in CCR to become effective and then visit ORCA at [HTTPS://ORCA.BPN.GOV](https://orca.bpn.gov) to complete this update.

You have successfully finished your CCR Registration!!!

All of your CCR data has been saved and is now being processed, which could take 24-48 hours. If you want to fill out the optional information, or continue to make changes to your CCR profile, please use the [Registration Menu] located on the left of your screen.

Note: Your firm's profile information indicates that it has qualified for one or more SBA Small Business Types. Select the [View your SBA Small Business Types] button for more details.

Please select the [Register or Update your SBA Profile] button to complete SBA's supplemental page. If you are applying for certification as a HUBZone, Small Disadvantaged Business, or the 8(a) Business Development Program, you must complete the SBA Supplemental page.



For Official Use Only.

❖ **Register or Update your SBA Profile**



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Keeping Your Profile Current Identification, Location, & Contacts

This profile was last updated:

Name of Firm:

Trade Name ("Doing Business
As ..."):

Main office or branch office?:

Address, line 1:

Address, line 2:

City:

State:

Zip:

Phone Number:

Fax Number:

E-mail Address:

WWW Page:

E-Mall (electronic mall
selling firm's products):

❖ Keep Profile
current; suggest
every 90 days

❖ E-mail Address

❖ Webpage

❖ E-Mail (if
applicable)



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Keeping Your Profile Current Identification, Location, & Contacts

Contact Person:

County Code (3 digit):

Congressional District:

Metropolitan Statistical Area:

DUNS Number:

CAGE Code:

Year Established:

Accepts Government Credit
Card? ☐ Yes ☐ No

GSA Advantage Contract(s)

(Note: Size information is now under "Size, NAICS Codes and Keywords", below.)

❖ Accepts Government
Credit Card

❖ GSA Advantage
Contracts

ALWAYS FILL OUT "YES" AND "NO" BLOCKS



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Keeping Your Profile Current Organization, Ownership & Certifications

Legal Structure:

Ownership and Self-
Certifications:

❖ Women Owned

❖ Veteran

❖ Service Disabled
Veteran

Current Principals:



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Keeping Your Profile Current Organization, Ownership & Certifications

"Business Development Servicing Office"
(for certifications):

8(a) Certification:

SBA 8(a) Case Number:

SBA 8(a) Entrance Date:

SBA 8(a) Exit Date:

Small Disadvantaged Business Certification:

SDB Entrance Date:

SDB Exit Date:

HUBZone Certification:

HUBZone Certified?: ☐ Yes ☐ No

HUBZone Certification Date: N/A

8(a) Joint Venture Certification:

8(a) JV Entrance Date:

8(a) JV Exit Date:

❖ **SBA controls this area**



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Keeping Your Profile Current Organization, Ownership & Certifications

DBE Certifications (and State):

Non-Federal-Government Certifications:

❖ **DBE Certification – Put them in the system**

❖ **Non-Federal Government Certification – Put them in the system**



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Keeping Your Profile Current Products and Services

Capabilities Narrative:

Special Equipment/Materials:

**Business Type
Percentages:**

Bonding Levels

Construction Bonding Level (per contract)

Construction Bonding Level (aggregate)

Service Bonding Level (per contract)

Service Bonding Level (aggregate)

❖ **Never leave this Blank**

❖ **Make sure to fill this out**

❖ **Keep Bonding Levels current**



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Keeping Your Profile Current Products and Services

Size, NAICS Codes and Keywords:

Primary?	Code	NAICS Code's Description	"Buy Green"? ⁽¹⁾	Small? ⁽²⁾	Emerging? ⁽³⁾

(1) By entering Yes for "Buy Green", the firm asserts that it obeys EPA guidelines for environmental friendliness for this NAICS code. Note, EPA guidelines do not exist for every NAICS code.
(2) If Yes, the firm's revenues/number of employees do not exceed the NAICS code's small business size standard.
(3) If Yes, the firm's revenues/number of employees do not exceed the NAICS code's special small business size standard for the Competitiveness Demonstration Program (FAR 19-10). Note, not all NAICS codes are applicable to this program.
(4) "Pending" means that the firm's size for the NAICS code is pending a manual determination by the SBA.

Keywords:



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Keeping Your Profile Current
Products and Services

Miscellaneous:

Quality Assurance Standards:

Electronic Data Interchange
capable?:

☐ YES ☐ NO



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Keeping Your Profile Current

Export Profile (Trade Mission Online)

Exporter?:

- Export Business Activities:
- Exporting to:
- Desired Export Business

❖ This might be used for
Market Research

Relationships:

- Description of Export
Objective(s):



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Keeping Your Profile Current Performance History (References)

References



- ❖ Put in as many References as you can
- ❖ Include current work



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Monitoring Procurement Websites

- Monitor the following websites:

- FEDERAL BUSINESS OPPORTUNITIES (FEDBIZOPPS)

- <http://www.fbo.gov/>

- Respond to “SOURCES SOUGHT” announcements

- Answer all questions correctly in the announcement

- ARMY SINGLE FACE TO INDUSTRY (ASFI)

- https://acquisition.army.mil/asfi/solicitation_search_form.cfm

- FEDERAL PROCUREMENT DATA SYSTEM (FPDS)

- <https://www.fpds.gov/>



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Monitoring Procurement Websites – FEDBIZOPPS

Home - Federal Business Opportunities: Home - Windows Internet Explorer

https://www.fbo.gov/

File Edit View Favorites Tools Help

Convert Select

Home - Federal Business Opportunities: Home

★ FEDBizOpps.GOV Federal Business Opportunities

Home Getting Started General Info Opportunities Agencies Privacy

Search more than **32,600*** active federal opportunities.

Posted Date: Last 90 Days Set-Aside Code: Any

Place of Performance: Any State or Territory Type: Any

Keyword / Solicitation #: Agency:

Search

Additional criteria and multiple selections are available on the [advanced search form](#).

[How do I find and compete for contracting opportunities related to the Haitian Heifer and Reconstruction Effort?](#)

Buyers / Engineers

Government users may post, manage, and award opportunities.

Username: Password: Login

[View Opportunities](#)
[Register Now](#)
[Password Reminder](#)
[Recovery FAQs](#)

Vendors / Citizens

Vendors and citizens may search, monitor, and retrieve opportunities.

Username: Password: Login

[Find Opportunities](#)
[Register Now](#)
[Password Reminder](#)
[Recovery FAQs](#)

Location / Agency Administrators

[Login Here](#)
[Register Now](#)

RECOVERY

FBO now contains Recovery and Reinvestment Act actions.

[SEARCH RECOVERY OPPORTUNITIES](#)
[SEARCH RECOVERY AWARDS](#)

FBO RECOVERY REPORTS

[Click here for Opportunities](#)
[Click here for Awards](#)

[Click here to learn more.](#)

USER GUIDES

- Buyer
- Vendor
- Engineer
- Location / Agency Admin

[Click here to learn more.](#)

DEMONSTRATION VIDEOS

Watch demonstration videos designed to familiarize you with the features and functionality of the new FBO.

[Watch the Videos](#)

ADDITIONAL RESOURCES

- FAQs
- Federal Service Desk
- Recovery.gov
- Whitehouse.gov/recovery/
- Business Partner Network (BPN)
- Central Contractor Registration (CCR)
- Federal Agency Business Forecasts
- Federal Assets Sales
- Federal Grants
- USA.gov
- Minority Business Development Agency
- SUB - Net (Subcontracting Opportunities)

Recovery
Information

Sign up to receive
notifiers



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Monitoring Procurement Websites – FEDBIZOPPS

Search For Opportunities - Federal Business Opportunities: Opportunities - Windows Internet Explorer

https://www.fbo.gov/index?mode=list&tab=search

File Edit View Favorites Tools Help

Search For Opportunities - Federal Business Opportuniti...

FEDBizOPPS.GOV Federal Business Opportunities

Home General Info News Opportunities Agencies Privacy

Buyers: [Login](#) | [Register](#) Vendors: [Login](#) | [Register](#) [Accessibility](#)

Search For Opportunities

RETURN TO MAIN

Opportunities List Advanced Search Archives

Search Clear Back To Opportunities List

Advanced Search

Enter your search criteria and click search to find opportunities

Full Text/SOL # Search: [Keyword Search Tips](#)

Agency/Office/Location(s): ☒ All Agency/Office/Locations ☐ Specific Agency/Office/Locations

Documents To Search: ☒ Active Documents ☐ Archived Documents ☐ Both

Opportunity/Procurement Type:

<input type="checkbox"/> Presolicitation	<input type="checkbox"/> Combined Synopsis/Solicitation	<input type="checkbox"/> Sources Sought
<input type="checkbox"/> Modification/Amendment/Cancel	<input type="checkbox"/> Sale of Surplus Property	<input type="checkbox"/> Special Notice
<input type="checkbox"/> Foreign Government Standard	<input type="checkbox"/> Award Notice	<input type="checkbox"/> Justification and Approval (J&A)

Posted Date:

Posted Date Range: Select Clear to Select Clear

Response Deadline: Select Clear to Select Clear

Last Modified: Select Clear to Select Clear

Contract Award Date: Select Clear to Select Clear

Place of Performance Zip Code:

start | Inbox - Microsoft Out... | Microsoft PowerPoint... | Search For Opportun...

Internet 100% 8:24 AM



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Monitoring Procurement Websites – FEDBIZOPPS

The screenshot shows the FedBizOpps.gov website in a Windows Internet Explorer browser window. The page displays a list of procurement opportunities. The table below summarizes the visible data:

Opportunity	Agency/Office/Location	Type	Posted On
Z--Maintenance Dredging along the Sacramento and Stockton Deep Water Ship Channels W91236-09-B-0001 Z -- Maintenance, repair, and alteration of real property	Department of the Army U.S. Army Corps of Engineers US Army Engineer District, Sacramento	Solicitation (Modified)	May 08, 2009
RECOVERY--20--General Purpose Bottom Weighted Can Buoys W91236-09-Q-0168 20 -- Ship and marine equipment	Department of the Army U.S. Army Corps of Engineers US Army Engineer District, Sacramento	Presolicitation	May 08, 2009
Clear Creek Geomorphic Monitoring 095Q200075 B -- Special studies and analysis - not R&D	Department of the Interior Bureau of Reclamation Bureau of Reclamation	Solicitation (Modified)	May 08, 2009
Periodicals Subscription 09VVRQ0102 76 -- Books, maps & other publications	Department of the Interior U. S. Geological Survey U. S. Geological Survey	Presolicitation	May 08, 2009
5.0g Solar Transmitters (Telemetry) 09VVRQ0104 58 -- Communication, detection, & coherent radiation equipment	Department of the Interior U. S. Geological Survey U. S. Geological Survey	Combined Synopsis/Solicitation	May 07, 2009
B--Planning and Environmental Studies Services within the Corps of Engineers, South Pacific Division boundaries W91236-09-R-0017 B -- Special studies and analysis - not R&D	Department of the Army U.S. Army Corps of Engineers US Army Engineer District, Sacramento	Solicitation (Modified)	May 07, 2009
B--Planning and Environmental Studies Services within the Corps of Engineers, South Pacific Division boundaries W91236-09-R-0018 B -- Special studies and analysis - not R&D	Department of the Army U.S. Army Corps of Engineers US Army Engineer District, Sacramento	Solicitation (Modified)	May 07, 2009
2009 International Training Course in Volcano Hazard Monitoring 09VVRQ0100 U -- Education & training services	Department of the Interior U. S. Geological Survey U. S. Geological Survey	Solicitation (Modified)	May 07, 2009
S--Janitorial Service - US Navy and Marine Recruiting Stations	Department of the Army U.S. Army Corps of		



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Monitoring Procurement Websites – FEDBIZOPPS

USACE,
Sacramento
District

DoDAAC is
“W91238”

Opportunity	Agency/Office/Location	Type	Posted On
Z--Maintenance Dredging along the Sacramento and Stockton Deep Water Ship Channels W91238-09-R-0001 Z -- Maintenance, repair, and alteration of real property	Department of the Army U.S. Army Corps of Engineers US Army Engineer District, Sacramento	Solicitation (Modified)	May 08, 2009
RECOVERY W91238-09-Q-0168 20 -- Ship and marine equipment	Department of the Army U.S. Army Corps of Engineers US Army Engineer District, Sacramento	Presolicitation	May 08, 2009
Clear Creek Geomorphic Monitoring 09Q0200075 B -- Special studies and analysis - not R&D	Department of the Interior Bureau of Reclamation Bureau of Reclamation	Solicitation (Modified)	May 08, 2009
Periodicals Subscription 09WRQ0102 76 -- Books, maps & other publications	Department of the Interior U. S. Geological Survey U. S. Geological Survey	Presolicitation	May 08, 2009
5.0g Solar Transmitters (Telemetry) 09WRQ0104 58 -- Communication, detection, & coherent radiation equipment	Department of the Interior U. S. Geological Survey U. S. Geological Survey	Combined Synopsis/Solicitation	May 07, 2009
B--Planning and Environmental Studies Services within the Corps of Engineers, South Pacific Division boundaries W91238-09-R-0017 B -- Special studies and analysis - not R&D	Department of the Army U.S. Army Corps of Engineers US Army Engineer District, Sacramento	Solicitation (Modified)	May 07, 2009
B--Planning and Environmental Studies Services within the Corps of Engineers, South Pacific Division boundaries W91238-09-R-0018 B -- Special studies and analysis - not R&D	Department of the Army U.S. Army Corps of Engineers US Army Engineer District, Sacramento	Solicitation (Modified)	May 07, 2009
2009 International Training Course in Volcano Hazard Monitoring 09WRQ0100 U -- Education & training services	Department of the Interior U. S. Geological Survey U. S. Geological Survey	Solicitation (Modified)	May 07, 2009
S--Janitorial Service - US Navy and Marine Recruiting Stations	Department of the Army U.S. Army Corps of		



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Monitoring Procurement Websites – FEDBIZOPPS

The screenshot shows the FEDBIZOPPS.gov website in a Windows Internet Explorer browser. The page displays a procurement opportunity for the replacement of UPRR bridges. The navigation bar includes links for Home, General Info, News, Opportunities, Agencies, and Privacy. The main content area shows the details of a solicitation, including the title, solicitation number, agency, and location. Two callouts point to the 'Add to Watchlist' and 'Add me to Interested Vendors' buttons.

RECOVERY--Y--The Guadalupe River Project Contract 3A Phase 3 consists of replacement of UPRR bridges Nos. 3 (vehicular bridge) & 4 (railroad bridge) between New Julian Avenue and Coleman Avenue, all in downtown San Jose, California

U.S. ARMY

RECOVERY

Solicitation Number: W91238-09-B-0002
Agency: Department of the Army
Office: U.S. Army Corps of Engineers
Location: US Army Engineer District, Sacramento

Notice Details | **Interested Vendors List**

Complete View

Original Synopsis
Presolicitation
May 05, 2009
3:32 pm

Changed
May 29, 2009
9:00 pm
Solicitation

Back | **Add To Watchlist** | **Add Me To Interested Vendors**

Solicitation Number: W91238-09-B-0002
Notice Type: Solicitation

Synopsis:
Added: May 05, 2009 3:32 pm
This acquisition is proceeding as a firm fixed price UNRESTRICTED FULL AND OPEN COMPETITION Invitation for Bids (IFB).
Estimated Cost Range is between \$5,000,000 and \$10,000,000
Period of Performance for Construction:
Complete construction without exercise of option 1: 155 calendar days.
Complete construction with exercise of option 1: 503 calendar days.
This Procurement will be conducted under FSC CODE: Y222, SIC CODE: 1629, NAICS Code: 237310. The size standard for this code is \$33,500,000. All questions should be directed to the Contract Specialist, Angham A. Sybangone, at (916) 557-5231, FAX: No.: (916) 557-5278, e-mail angham.a.sybangone@usace.army.mil.

Job Descriptions:
The primary objective of the Guadalupe River project is to provide 100-year flood protection to the areas of San Jose adjacent to the river. The basic object of this project is to:
a. Construct a two-track railroad bridge and associated approaches.
b. Construct a vehicular bridge.
c. Construct a pedestrian under crossing.
d. Construct a maintenance road.

ALL FILES
Solicitation 1
May 29, 2009
W91238-09-B-0002 Sol...
W91238-09-B-0002 Sol...

GENERAL INFORMATION
Notice Type: Solicitation
Original Posted Date: May 5, 2009
Posted Date: May 29, 2009
Response Date: May 20, 2009 11:59 pm
Original Response Date: May 20, 2009 11:59 pm
Archiving Policy: Automatic, on specified date
Original Archive Date: July 19, 2009
Archive Date: July 19, 2009
Original Set Aside: N/A
Set Aside: N/A
Classification Code: Y - Construction of structures and facilities
NAICS Code:

Add to
Watchlist

Add me to
Interested
Vendors



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Monitoring Procurement Websites – FEDBIZOPPS

Search For Opportunities - Federal Business Opportunities: Opportunities - Windows Internet Explorer

https://www.fbo.gov/index?o=opportunity&mode=list&tab=search

File Edit View Favorites Tools Help

Search For Opportunities - Federal Business Opportunit...

FedBizOpps.gov Federal Business Opportunities

Home General Info News Opportunities Agencies Privacy

Buyers: [Login](#) | [Register](#) Vendors: [Login](#) | [Register](#) [Accessibility](#)

Search For Opportunities

RETURN

Opportunities List Advanced Search Search Results Archives

Search Clear Back To Opportunities List

Advanced Search

Enter your search criteria and click search to find opportunities

Full Text/SOL # Search: W91238 [Keyword Search Tips](#)

Agency/Office/Location(s):

☒ All Agency/Office/Locations ☐ Specific Agency/Office/Locations

Documents To Search:

☒ Active Documents ☐ Archived Documents ☐ Both

Opportunity/Procurement Type:

☐ Presolicitation ☐ Combined Synopsis/Solicitation ☐ Sources Sought

☐ Modification/Amendment/Cancel ☐ Sale of Surplus Property ☐ Special Notice

☐ Foreign Government Standard ☐ Award Notice ☐ Justification and Approval (J&A)

Posted Date:

Posted Date Range:

Response Deadline:

Last Modified:

Contract Award Date:

Place of Performance Zip Code:

Done

start Inbox - Microsoft Out... Helping The Deputy ... Search For Opportuni...

Internet 100% 8:45 AM



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Monitoring Procurement Websites – FEDBIZOPPS

The screenshot displays the FEDBIZOPPS.gov website within an Internet Explorer browser window. The website's header includes the logo and navigation tabs: Home, General Info, News, Opportunities, Agencies, and Privacy. Below the header, there are links for Buyers (Login | Register) and Vendors (Login | Register), along with an Accessibility link. The main content area is titled 'Opportunities' and shows a search results page with 20 items per page. The table lists various procurement opportunities, including maintenance, recovery, planning, and organizational memberships, all posted on May 06, 2009.

Opportunity	Agency/Office/Location	Type	Posted On
Z--Maintenance Dredging along the Sacramento and Stockton Deep Water Ship Channels W91238-09-B-0001 Z -- Maintenance, repair, and alteration of real property	Department of the Army U.S. Army Corps of Engineers US Army Engineer District, Sacramento	Solicitation (Modified)	May 06, 2009
RECOVERY--20--General Purpose Bottom Weighted Can Buoys W91238-09-Q-0166 20 -- Ship and marine equipment	Department of the Army U.S. Army Corps of Engineers US Army Engineer District, Sacramento	Presolicitation	May 06, 2009
B--Planning and Environmental Studies Services within the Corps of Engineers, South Pacific Division boundaries W91238-09-R-0017 B -- Special studies and analysis - not R&D	Department of the Army U.S. Army Corps of Engineers US Army Engineer District, Sacramento	Solicitation (Modified)	May 07, 2009
B--Planning and Environmental Studies Services within the Corps of Engineers, South Pacific Division boundaries W91238-09-R-0018 B -- Special studies and analysis - not R&D	Department of the Army U.S. Army Corps of Engineers US Army Engineer District, Sacramento	Solicitation (Modified)	May 07, 2009
S--Janitorial Service - US Navy and Marine Recruiting Stations W91238-09-Q-0167 S -- Utilities and housekeeping services	Department of the Army U.S. Army Corps of Engineers US Army Engineer District, Sacramento	Solicitation	May 07, 2009
RECOVERY--Y--Vinyl Siding Hensley Lake and Lake Kaweah, CA W91238-09-R-0006 Y -- Construction of structures and facilities	Department of the Army U.S. Army Corps of Engineers US Army Engineer District, Sacramento	Presolicitation	May 07, 2009
Organizational Memberships for Fitness Facilities, USACE, Sacramento W91238-09-Q-0166 99 -- Miscellaneous	Department of the Army U.S. Army Corps of Engineers US Army Engineer District, Sacramento	Sources Sought (Modified)	May 06, 2009
Y--General Instruction Buildings at Presidio of Monterey, California W91238-09-R-0040 Y -- Construction of structures and facilities	Department of the Army U.S. Army Corps of Engineers US Army Engineer District,	Solicitation	May 06, 2009



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Monitoring Procurement Websites – ASFI

Acquisition Business Solicitation Search - Windows Internet Explorer

https://acquisition.army.mil/asfi/solicitation_search_form.cfm

File Edit View Favorites Tools Help

Acquisition Business Solicitation Search

 **Army Single Face to Industry (ASFI)**
Acquisition Business Web Site
"Serving the U.S. Army Acquisition Community"

Solicitation Search

Please choose one of the Quick Search options below:

or search by solicitation number: (Note: Do not enter dashes in the Solicitation Number)

Solicitation Number: (wildcard is % character)

or execute a more specific search using the criteria below:

Select Contract Office:

ANY
ACA, Aberdeen Proving Ground
ACA, Capital District Contracting Center
ACA, Dugway Proving Ground
ACA, Fort Bliss

NOTE: Contract offices **WILL NOT** appear in the selection list above unless that office has active solicitations posted to the ASFI website! If you feel your site should have active postings on the ASFI web site but you do not see your site listed above, please contact [ASFI](#)

☒ AND / ☐ OR (Option "OR" will produce the widest result set - Option "AND" will narrow your results set)

Noun phrase:

OR

NAICS code:

ANY
115112 - Soil Preparation, Planting, and Cultivating
115310 - Support Activities for Forestry
212310 - Other Crushed and Broken Stone Mining and Quarrying

Done

start | Inbox - Microsoft Out... | Helping The Deputy ... | Acquisition Business S...

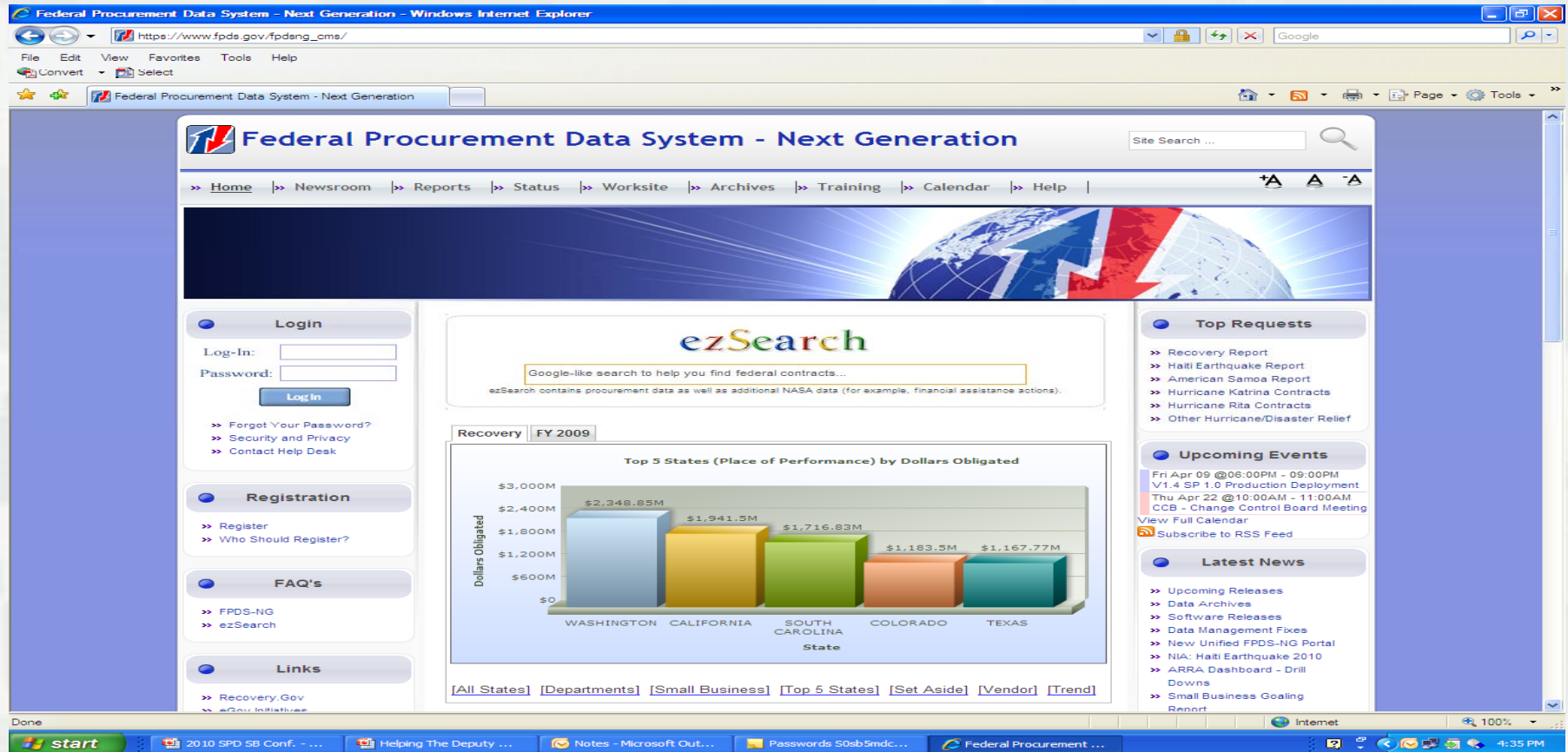
Trusted sites | 100% | 8:54 AM



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Monitoring Procurement Websites - FPDS



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Monitoring Procurement Websites - FPDS

FPDS Next Generation

Logged in as: MELEA.CROUSE.USACE@RPT2100.ARMY.MIL

Advanced Search GO Help Log Off

Awards

- Delivery / Task Order Against IDV
- Purchase Order
- Definitive Contract
- BPA Call
- Awards Inbox
 - Draft Awards (0)
 - Final Awards (0)
 - Proc Awards (0)
 - Unexec Awards (0)
 - Template Awards (0)
 - Transfer Awards (0)

Basic IDVs

- FSS
- GWAC
- BOA
- BPA
- IDC
- IDV Inbox
 - Draft IDVs (0)
 - Final IDVs (0)
 - Proc IDVs (0)
 - Unexec IDVs (0)
 - Template IDVs (0)
 - Transfer IDVs (0)

Transactions/Modifications

- Corrections
- Void
- Modifications

System Administration

- Users
- Locations
 - Place
 - Country
- Organizations
 - Department
 - Agency
 - Functional Dimension
 - Organization
 - Funding & Contracting Offices
- Service Classifications
 - NAICS
 - PSC
 - Claimant Program
 - System Equipment
 - Data Ownership

Reports

- Standard Reports
- Ad Hoc Reports
- ezSearch
- Interagency Contract Directory

For an audit log, please [click here](#)

To submit comments, please [click here](#)

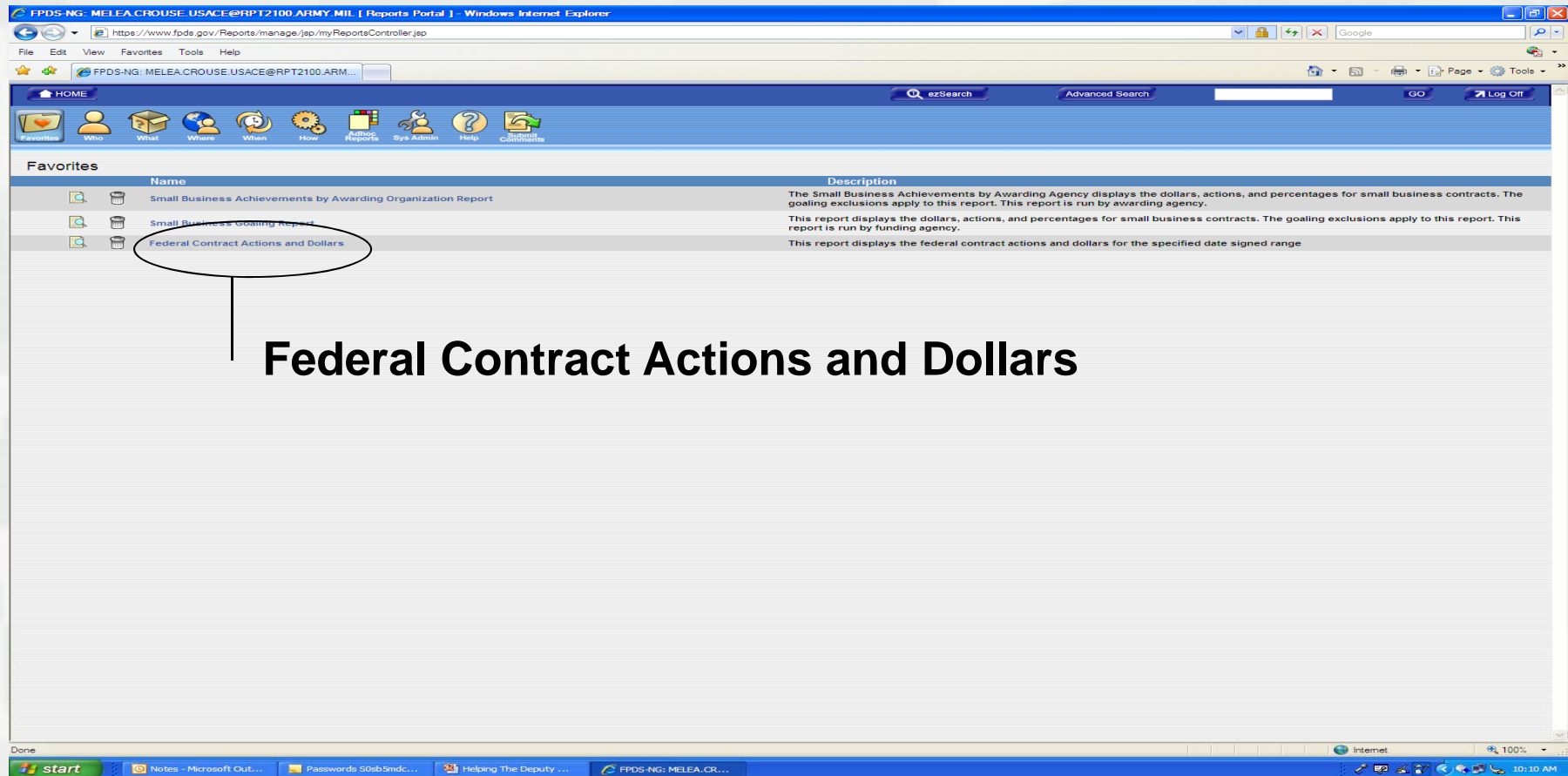
Standard Reports



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Monitoring Procurement Websites - FPDS



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Monitoring Procurement Websites - FPDS

FPDS-NG: MELEA.CROUSE.USACE@RPT2100.ARMY.MIL [Report Search Criteria] - Windows Internet Explorer

https://www.fpds.gov/Reports/manage.jsp/myReportsController.jsp

File Edit View Favorites Tools Help

FPDS-NG: MELEA.CROUSE.USACE@RPT2100.ARMY...

HOME ezSearch Advanced Search GO Log Off

Need Help Using This Report? Click here

Federal Contract Actions and Dollars

Please enter the criteria for the report:

1. A Date Range cannot exceed 12 months. Please refine your search criteria or call the help desk for a broader search.

Search Name: Default

From Date (mon-dd-yyyy or Qtr/FY):
1st Quarter 1 2007
Oct 1 2008
4th Quarter 2008
Sep 3 2009

To Date (mon-dd-yyyy or Qtr/FY):

Department ID: 9700 ***

Agency ID: 2100 ***

Organization Code: SPD ***

Contracting Office Region:

Contracting Office ID: W91238 ***

Execute Save Clear Cancel

9700" = DoD

2100 = Army

Org. Code = SPD

Contracting Office
Id = the DoDAAC

Your IDs should be blank!



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Monitoring Procurement Websites - FPDS

The screenshot shows the FPDS-NG web application interface. The main table displays data for the Department of Defense (DEPT OF DEFENSE (9700)). The table has columns for Department, Total Actions, Total Dollars, % Total Actions, and % Total Dollars. The data row shows 100,0000 % for all metrics. A callout box labeled "Award Detail" points to the "Award Detail" link in the table.

Department	Total Actions	Total Dollars	% Total Actions	% Total Dollars
DEPT OF DEFENSE (9700)	100,0000 %	100,0000 %	100,0000 %	100,0000 %
Total	100,0000 %	100,0000 %	100,0000 %	100,0000 %

"Award Detail"

Primary Path:
Federal Contract Actions and Dollars (Department)
Department
Contracting Agency
Major Command Code
Sub Command1 Code
Sub Command2 Code
Sub Command3 Code
Contracting Office Region
Contracting Office
Vendor Name
Referenced IDV PIID
PIID
Modification Number
Transaction Number

Secondary Paths

* DoD report data are delayed 90 days for non DoD users.
* To print a complete version of the sectioned report, you must first download the report to PDF mode.



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Monitoring Procurement Websites - FPDS

FPDS-NG : MELEA.CROUSE.USACE@RPT2100.ARMY.MIL [Federal Contract Actions and Dollars Report] - Windows Internet Explorer

https://www.fpds.gov/Reports/manage.jsp/myReportsController.jsp

File Edit View Favorites Tools Help

FPDS-NG : MELEA.CROUSE.USACE@RPT2100.AR...

HOME ezSearch Advanced Search GO Log Off

"Export"

Award Detail

Active filter

Send Export Highlighting Drill Charts Workflow

Contracting Agency ID	Contracting Agency Name	Contracting Office ID	Contracting Office Name	Contracting Office Region	PIID	Modification Number	Transaction Number	Referenced IDV PIID	Date Signed	Effective Date	Completion Date	Est. Ultimate Completion Date	Last Date to Order	Funding Agency ID	Funding Office
2100	DEPT OF THE ARMY	W91238	W075 ENDIST SACRAMENTO	NO REGION IDENTIFIED	0001	0		0 W9123808A0002	12/11/2008	12/11/2008	01/16/2009	01/16/2009		9ECE	W91238
2100	DEPT OF THE ARMY	W91238	W075 ENDIST SACRAMENTO	NO REGION IDENTIFIED	0001	1		0 W9123808D0013	12/04/2008	12/04/2008	11/23/2009	11/23/2009		2100	W91238
2100	DEPT OF THE ARMY	W91238	W075 ENDIST SACRAMENTO	NO REGION IDENTIFIED	0001	1		0 W9123807D0013	12/09/2008	12/09/2008	06/09/2009	06/09/2009		9ECE	W91238
2100	DEPT OF THE ARMY	W91238	W075 ENDIST SACRAMENTO	NO REGION IDENTIFIED	0001	1		0 W9123808D0012	11/24/2008	11/24/2008	11/05/2009	11/05/2009		9ECE	W91238
2100	DEPT OF THE ARMY	W91238	W075 ENDIST SACRAMENTO	NO REGION IDENTIFIED	0001	1		0 W9123808D0032	10/10/2008	10/10/2008	03/02/2009	03/02/2009		2100	W91238
2100	DEPT OF THE ARMY	W91238	W075 ENDIST SACRAMENTO	NO REGION IDENTIFIED	0001	1		0 W9123808D0038	10/23/2008	10/21/2008	10/09/2009	10/09/2009		3600	00000
2100	DEPT OF THE ARMY	W91238	W075 ENDIST SACRAMENTO	NO REGION IDENTIFIED	0001	2		0 W9123808D0003	12/18/2008	12/18/2008	08/08/2009	08/08/2009		2100	W91238
2100	DEPT OF THE ARMY	W91238	W075 ENDIST SACRAMENTO	NO REGION IDENTIFIED	0001	2		0 W9123807D0044	11/21/2008	11/20/2008	12/31/2008	12/31/2008		9ECE	W91238
2100	DEPT OF THE ARMY	W91238	W075 ENDIST SACRAMENTO	NO REGION IDENTIFIED	0001	2		0 W9123808D0032	12/08/2008	12/04/2008	04/15/2009	04/15/2009		2100	W91238
2100	DEPT OF THE ARMY	W91238	W075 ENDIST SACRAMENTO	NO REGION IDENTIFIED	0001	3		0 W9123807D0022	12/18/2008	12/18/2008	09/28/2009	09/28/2009		9ECE	W91238
2100	DEPT OF THE ARMY	W91238	W075 ENDIST SACRAMENTO	NO REGION IDENTIFIED	0001	4		0 W9123807D0034	11/26/2008	11/26/2008	01/29/2009	01/29/2009		2100	W91238

* DoD report data are delayed 90 days for non DoD users.
* To print a complete version of the sectioned report, you must first download the report to PDF mode.

Done

start Calendar - Microsoft ... Helping The Deputy ... FPDS-NG : MELEA.CR...

Internet 100% 11:01 AM



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**Marketing Your Firm
The Basics**

What is the No. 1 Marketing Tool?!?!?!?

Think about it for now....



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Marketing Your Firm

The Basics

- **Business Cards**

- Do you have all the information on your card?

- Does your card tell us what you do?

- **Email, Mail, or Call**

- Which is the best method in communicating your firm's talents?



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The Basics

- **Conferences**

- Which conference to attend?
- Volunteer to be on a committee?
- “Other-Than-Small” Business Participation?



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The Basics

- **Do your Homework**

- Who buys what you sell?
- How do they buy it?
- When do they buy it?

- **Use your Resources**

- Who are they?
- When to use them?



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The Basics

- **If USACE comes a knockin'...**
 - **Answer the door and follow-through.**
 - **You don't have the time to respond?**



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Helpful Hints to Briefings

- **Requesting a Capabilities Brief:**
- **The Facilitator: Small Business Specialist**
- **Audience:**
 - Technical Staff**
 - Contracting Officer/Specialist**
 - Small Business Advocate**

**** The Facilitator should ALWAYS be the Small Business Specialist ****



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Helpful Hints to Briefings

- Who Should Brief:

- YOU!!! (Who knows you best?)

- Who Should *not* brief ---

- A professional “briefer” not otherwise associated with your firm

- *They don't know you as well as you know yourself

- *Gives impression you are not well prepared



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Marketing Your Firm Helpful Hints to Briefings

- What Should You Brief:

- Your Capabilities
- Your Talents
- Your Past Performance
- Your Strengths

**** Certifications should be the last thing mentioned ****



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Marketing Your Firm Helpful Hints to Briefings

- What you Should *NOT* brief:
 - The FAR (KOs already know the regs)
 - Things you *CAN'T* do (this is not an *incapability briefing*)
 - Some *other* firms' talents and capabilities (let them do their own work!)
 - Negative information (your opinion of Government personnel, etc.)



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Marketing Your Firm Helpful Hints to Briefings

- **When and Where Should You Brief:**
 - **BEFORE** the prime buying season (this is *NOT* the 4th Quarter)
 - Briefing should be portable
 - Ready to present as a tabletop or on-screen
 - Bring your own equipment including projector



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Helpful Hints to Briefings

- **Making a Good Impression**
 - **Make an appointment – & *be on time***
 - **Allow ample time for clearing security (military or Federal Bldgs)**
 - **A picture is worth 1000 words**
 - **Completed projects that showcase your efforts**
 - **Work in progress that highlights special crews**
 - **Delivered commodities**



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Helpful Hints to Briefings

- **Making a Good Impression (cont'd)**
 - **Practice, Practice, Practice**
 - **Be comfortable in all possible settings**
 - **Polish your presentation---if you don't sound good, you won't look good**
 - **Turn Off the Cell Phone**
- **What do I do afterwards?**



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Marketing Your Firm Facility “Gatekeepers”

- Visit Department of Defense Installations
- A listing of all Small Business Specialists
 - Selling to the Army -
<http://sellingtoarmy.com/User/Misc/SearchASBS.aspx>
 - Selling to the Air Force -
<http://safsbadmin.mysite4now.net/Locator/LocatorMap.aspx>
 - Selling to the Navy –
<http://www.donhq.navy.mil/OSBP/about/sbs-state.html>



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What is the No. 1 Marketing Tool?!?!?!?

Relationships....

Using your resources....

Responding to sources of information....

Capabilities Presentation....

Attending Conferences...

BID OR PROPOSE



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QUESTIONS???



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